

An aerial photograph of the Port of Tallinn, showing a long pier extending into the water with several ships docked. The city of Tallinn is visible in the background under a cloudy sky. The image is split diagonally, with the left side showing the port and city, and the right side being a solid blue background with white text.

The Port of Good News

PORT OF  TALLINN
The Port of Good News

Port of Tallinn is the **most innovative sea gate on the shores of the Baltic Sea**. We have grown from a traditional infrastructure operator to a **modern and multifaceted development and services company**. We create the best environment and development opportunities for our customers by logistically combining the service of people and goods, shipping activities and the development of seaside real estate. We listen to **communities** and protect the environment. We are open, clever and trustworthy.

TALLINNA  SADAM

We represent the **image of Estonia** and are one of the engines behind Estonia's **economy**. As a company owned by the state, we serve **Estonia** and its **citizens**. Our role is to improve Estonia's competitiveness as a **maritime country**.



Port of Tallinn reaches Sea and Land

We greet

passengers arriving to Estonian harbours, organize a warm welcome for them.

We service

cargo ships – create an opportunity for goods to move to their destination.

We connect

Estonian biggest islands with the mainland with our five ferries and keep Estonian seaways free from ice.

We develop

attractive real estate and industrial parks in our harbour areas.



Port of Tallinn aims to become the **most innovative port** on the shores of the Baltic Sea by offering its customers the best **environment** and **development** opportunities.

BUSINESS FIELDS

Passengers

- 10 mln passengers a year
 - 5450 ferry calls a year
- Old City Harbour and Saaremaa Harbour
 - Welcoming passenger ships, offering and developing the port infrastructure, serving passengers and vehicles

Cargo

- 22,4 mln tons of cargo a year
 - 1654 cargo ship calls a year
- Muuga Harbour, Paldiski South Harbour
 - Welcoming cargo ships, offering and developing the port infrastructure, serving passengers and vehicles

Shipping

- Operating ferry traffic between the mainland and major islands
 - 2,2 mln passengers, 1 mln vehicles a year
- Ice breaking in the ports of Northern Estonia

Real Estate

- 16 ha Old City Harbour real estate development
 - 76 ha Muuga Industrial Park
 - 39 ha Paldiski South Harbour Industrial Park
 - 10 ha Saaremaa Harbour
 - Land and commercial space

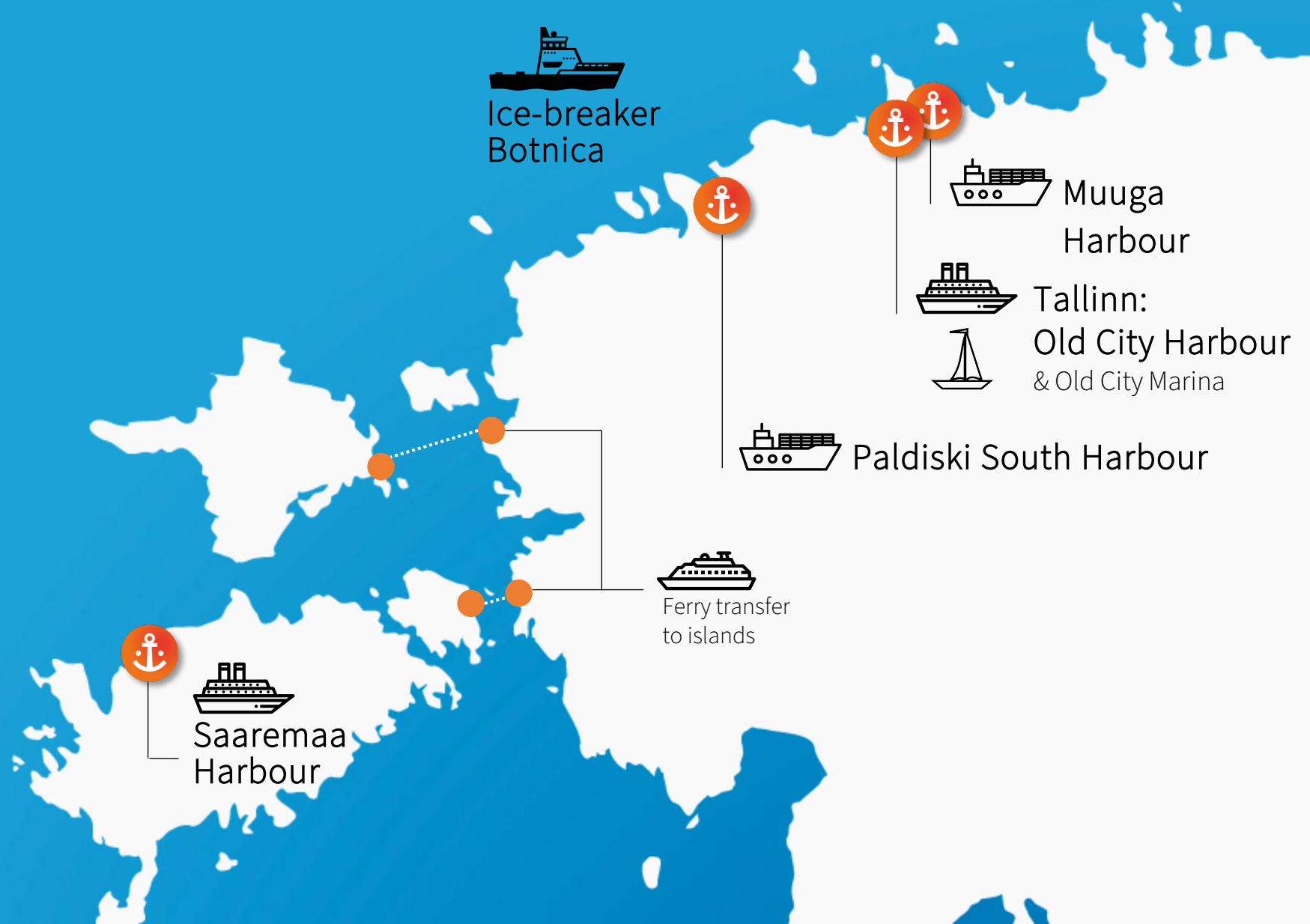


Where we operate

from harbours
to vessel operations

Port of Tallinn doesn't by far
mean ports in the city limits
of Tallinn.

Port of Tallinn is a port
complex with harbours
located all over Estonia.



An aerial photograph of the Port of Tallinn, Estonia, showing various ships docked at the quay and the surrounding urban landscape. The image is overlaid with a semi-transparent blue filter.

PORT OF  TALLINN

Kind Host

Kind host

Port of Tallinn is the biggest sea gate of Estonia – in 2019, we served 10.64 million passengers.

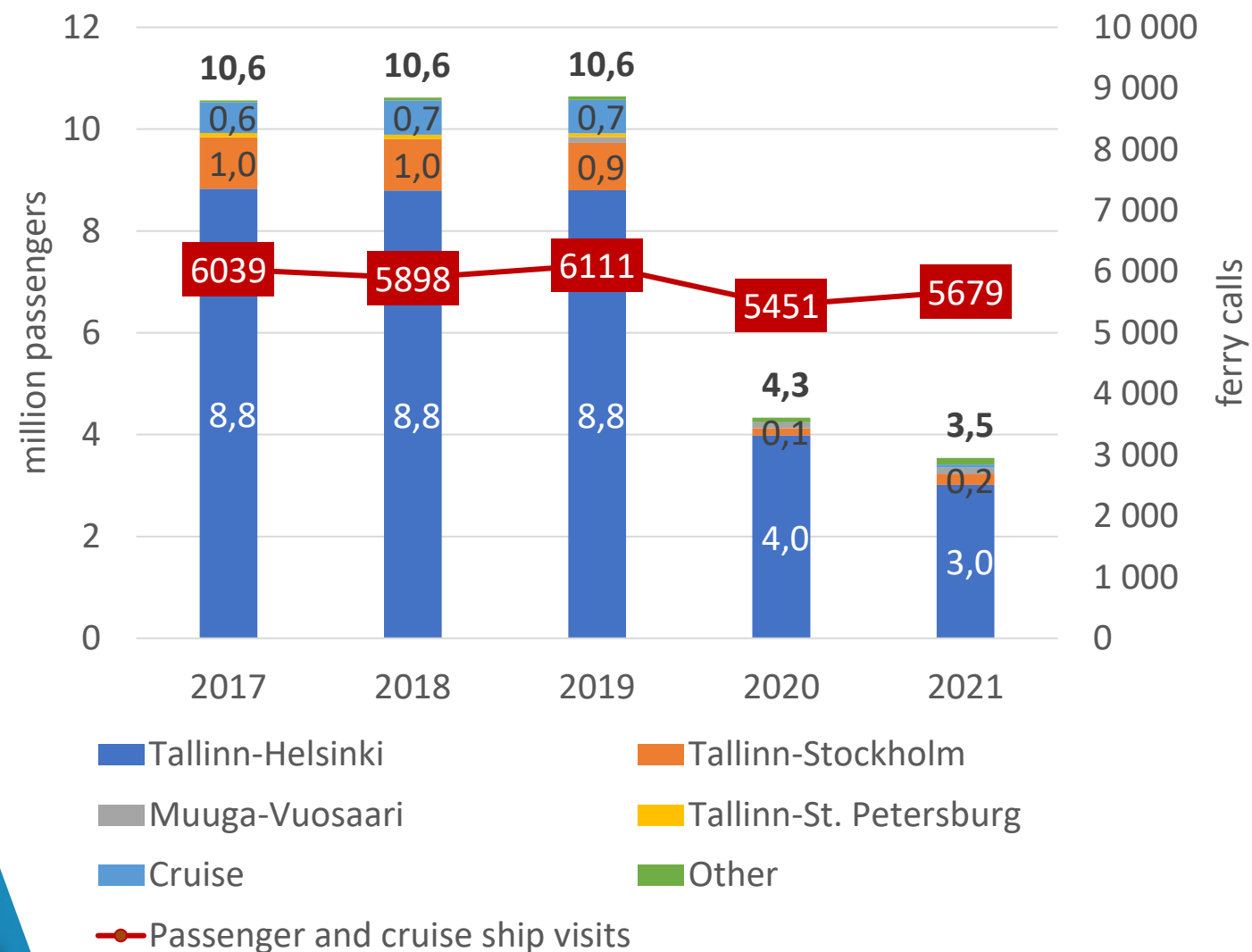
In 2020, the number of passengers fell to 4.3 million and 2021 to 3.5 million due to COVID-19 restrictions.



10

Million passengers

Number of passengers and ferry calls by year



* In 2020, the number of passengers was affected by the COVID 19 pandemic and the resulting restrictions.



Keeping the course!

Continuous development to create greater comfort for travelers and the first impression of Estonia

Projects

- Passenger **terminals**' renovation and construction
- Creating better **user experience** in the interior and on the customer journey
- **Developing the Old City Harbour** into an attractive urban space



2 of our harbours service passengers: Old City Harbour and Saaremaa Harbour

Regular passenger lines from Tallinn's Old City Harbour:

Tallinn – Helsinki – Tallinn

Tallinn – Mariehamn – Stockholm – Mariehamn – Tallinn

St. Petersburg – Helsinki – Stockholm – Tallinn – St. Petersburg



Tallinn is one of the most popular cruise destinations in the Baltic Sea!

Some of the cruise lines that call us:

Carnival Corporation, Norwegian Cruise Line, Royal Caribbean, MSC, Costa Cruises, Aida Cruises, Princess Cruises, Holland America, P&O, TUI, Pullmantur, Azamara, Crystal, Fred Olsen, Saga and others, about 40 Cruise companies in total.



Reconstruction of D-terminal

2018-2020 / Architect: R-Konsult

Completed in July 2020



Sustainable solutions

- Solar panels
- LED lighting
- CO₂ and temperature controlled ventilation system
- Natural smoke extraction system
- Waterless urinals
- Double facade to reduce cooling requirements
- Interior architecture includes natural wood and wildlife – plenty of plants and ornamental trees
- Tactile marking



Co-financed by the European Union
Connecting Europe Facility

D-terminal parking house

Architect: R-Konsult



Co-financed by the European Union

Connecting Europe Facility

Completed in 2021



New cruise terminal and rooftop promenade

PORT OF  TALLINN

Salto Architects in cooperation with Studio Tallinn. The engineering parts were designed by Sweco Project AS and the electrical installations by Rausi OÜ. The construction work was performed by YIT Eesti AS.

- Open public space and rooftop landscaping
- Restaurant on the promenade
- Multifunctional building

Completed in 2021



New cruise terminal

- Net area 4030 m²
- Organizing of events for up to 2000 people
- Rooftop restaurant open for everybody

Innovative & sustainable solutions:

- Heating and cooling of the building based on seawater
- More than 700 solar panels



Movable pedestrian bridge over the Old City Marina canal

PORT OF  TALLINN

SIA WITTEVEEN + BOS LATVIA, architect: Plein06 / Design contest 2017

- Connecting coastal areas (Pirita ja Kalamaja)
- Connecting terminals
- Area landmark

Completed in 2021



Co-financed by the European Union
Connecting Europe Facility

Kick-off of the new A-terminal

PORT OF  TALLINN



PORT OF  TALLINN

Cargo Traffic

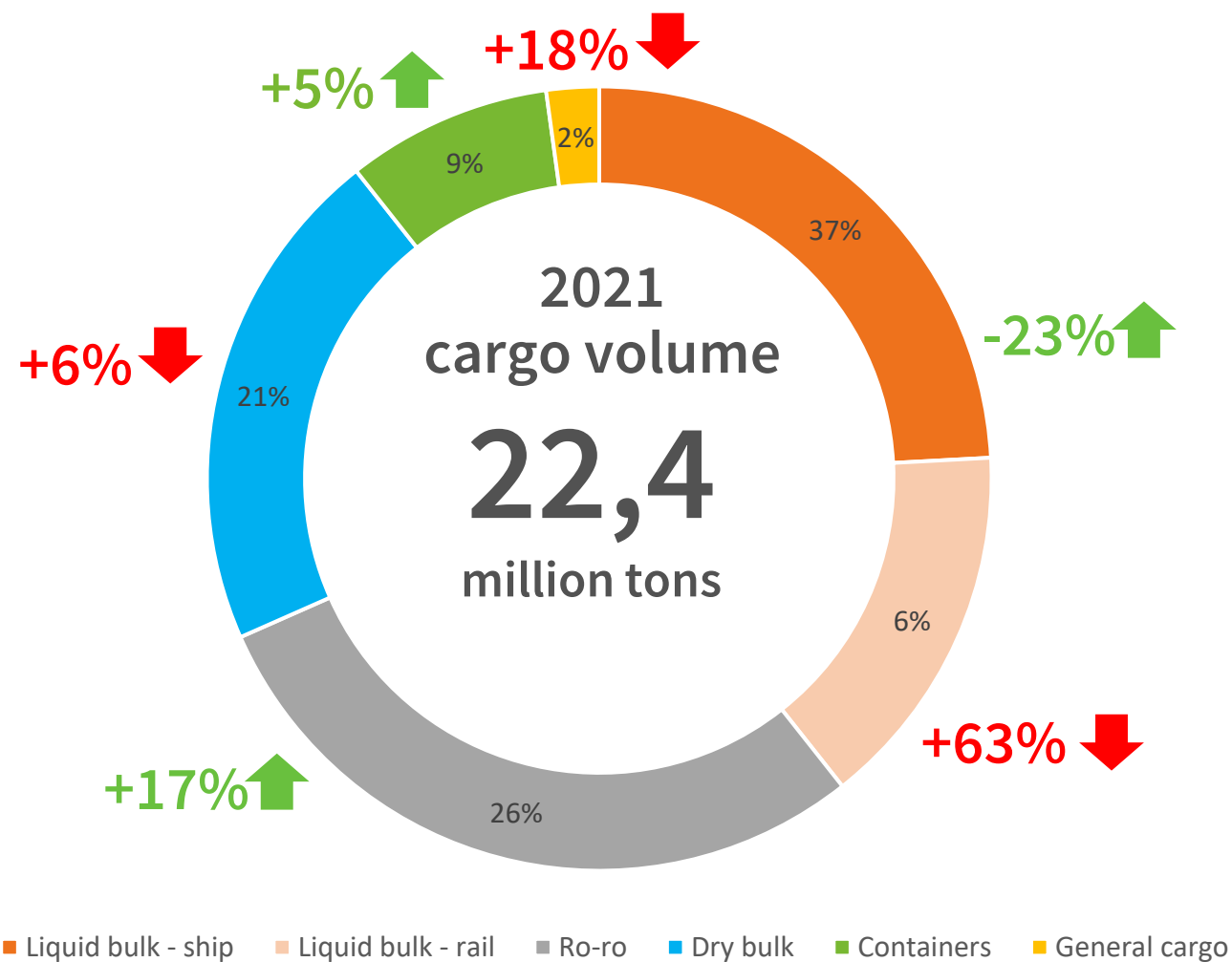
Regular Cargo Lines

— Ro-Ro
— Containers

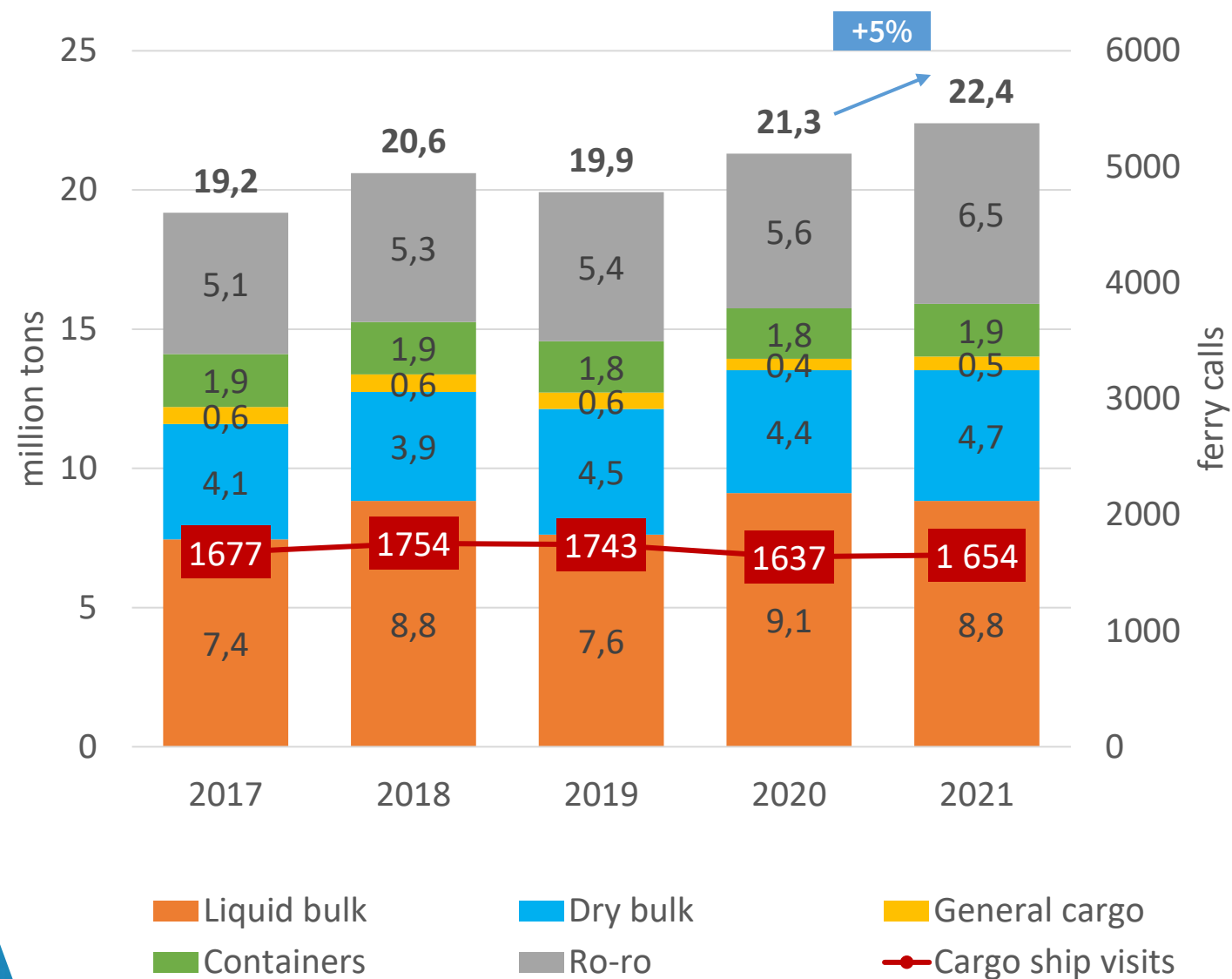


Diverse cargo structure

2016-2020 CAGR 1,5%



Cargo type



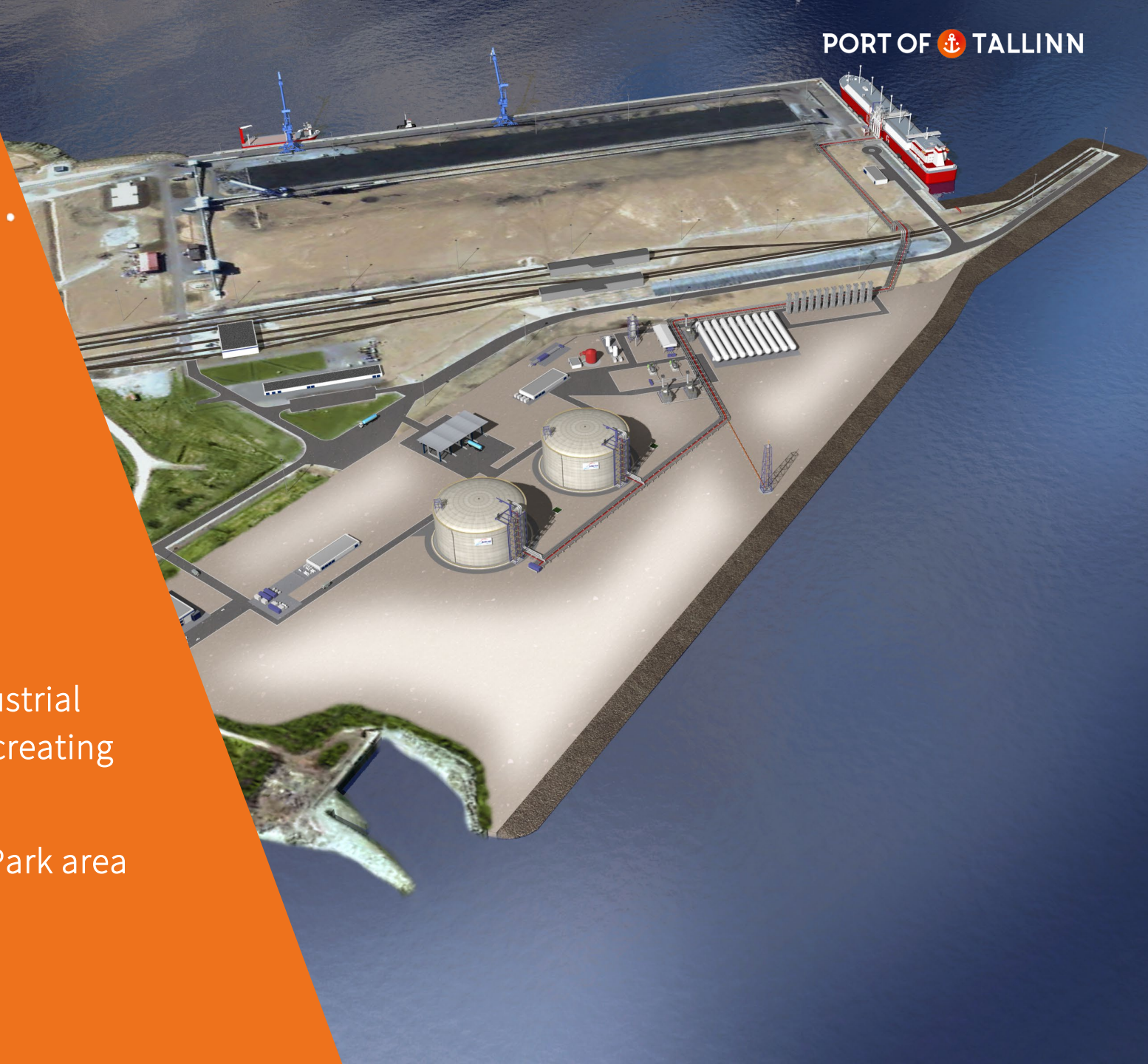


Keeping the course!

We continue being a reliable partner.

Projects:

- **Developing the infrastructure** of the Industrial Park in Paldiski South Harbour: we are creating 33 ha of Industrial Park area
- Developing Muuga Harbour: Industrial Park area of 76 ha and the planned **LNG terminal**



PORT OF  TALLINN

Creating Connections

Port of Tallinn's Subsidiaries



TS Laevad OÜ

Operating **ferry traffic** between Estonia's major island and the mainland.



TS Shipping OÜ

Providing **icebreaking** and other maritime support/offshore services with the multifunctional icebreaker **MPSV Botnica**, being contracted by state of Estonia for winter periods. It also provides full management services for vessels, including **commercial, technical and crewing**.



Green Marine AS

Providing and coordinating **waste management services** to ships within the ports of Port of Tallinn, focuses also on sea pollution prevention, localization and removal issues.



Port of Tallinn's subsidiary
TS Laevad:

Domestic Connections

Operating **ferry traffic** between
Estonia's major **islands** Saaremaa
(Muhu) and Hiiumaa and the mainland
(contract with the state).

5 ferries

2 million passengers and
1 million vehicles a year



Port of Tallinn's subsidiary
TS Shipping:

Showing the way

Providing icebreaking services with
the **multifunctional icebreaking
vessel MPSV Botnica**.

Contracted by the state of Estonia
for winter periods.

Providing other maritime support /
offshore services, full management
services for vessels, including
commercial, technical and crewing.



Port of Tallinn's subsidiary
Green Marine:

Keeping it Clean

Providing **environmental services** for ports and ships, targeting sea pollution prevention, localisation and removal issues in accordance with international standards.

Coordinating waste management services within the ports of Port of Tallinn.





Keeping the course!

Port of Tallinn works daily to improve the comfort of people traveling between the islands and the mainland, and to improve operational communication in the event of difficult weather conditions and high seasonal load.

Projects:

- Rebuilding ferries to **environmentally friendlier hybrid vessels**
- In summer we'll add a third ship on the Virtsu-Kuivastu line - **ferry „Regula“**
- We are constantly striving to improve our service quality and to increase the efficiency of our work



An aerial photograph of the Port of Tallinn, showing various ships docked at piers and the surrounding cityscape. The image is overlaid with a semi-transparent blue filter. The text "PORT OF TALLINN" is centered in the upper half of the image, with an anchor icon replacing the word "OF".

PORT OF TALLINN

Operating Ports & Developing Real Estate

We Operate Ports & Develop Real Estate

**Port of Tallinn
operates 4 ports.**

As a landlord we ensure
the safe navigation in our
waters & maintain and
develop the infrastructure
of the ports and lease
territories to operators.

PORT OF  TALLINN



Old City Harbour



Muuga Harbour



Saaremaa Harbour



Paldiski South Harbour



MUUGA HARBOUR

Estonia's Biggest
Cargo Harbour

PORT OF  TALLINN

Territory 567 ha
Aquatory 682 ha
Tot. length of berths 6,4 km
Number of berths 29
Max. Depth 18 m
Max. Ship Length 300+ m

- Containers
- Liquid bulk
- Dry bulk
- General cargo
- Ro-ro



Muuga Industrial Park

Eastern part plots &
Development Plans

Industrial
Park area
76 ha

Development
area
64 ha

LNG
Terminal
in planning





PALDISKI SOUTH HARBOUR

Potential Industrial Hub of Estonia

- Ro-ro
- General cargo
- Dry bulk
- Liquid bulk

Territory	119 ha
Aquatory	147 ha
Tot. length of berths	1,85 km
Number of berths	10
Max. Depth	14,5 m
Max. Ship Length	230 m



Paldiski South Harbour Industrial Park

Plots & Development Plans



Industrial
Park area
16 ha

Industrial
Park area
23 ha



SAAREMAA HARBOUR

Deepwater Harbour on
Estonia's Biggest Island

PORT OF  TALLINN

Territory	20 ha
Aquatory	41 ha
Tot. length of berths	445 m
Number of berths	3 + floating quay
Max. Depth	10 m
Max. Ship Length	200 m

- Passengers:
cruises,
yachts
- Cargo





TALLINN OLD CITY HARBOUR

Estonia's Biggest
Tourism Gateway

PORT OF  TALLINN

Territory	55,3 ha
Aquatory	94 ha
Tot. length of berths	5 km
Number of berths	24
Max. Depth	10,7 m
Max. Ship Length	340+ m

- Passengers:
ferries,
cruises,
yachts
- Ro-Ro



Number of berths 102
Max. depth 4,3 m
Max. ship length 50 m



OLD CITY MARINA

Modern Marina in the
Very Heart of Tallinn





Old City Harbour

 Creating the Seaside City

Future Vision of the Old City Harbour

- The Old City Harbour area is an open cityscape **attractive** for the citizens and visitors
- The attractive area **adds volume** to the passenger traffic and vice versa



Facts & figures

Development volume:

- over 200 000 m² gross area
- + development on the reclaimed area

Up to 7 floors, 24 m height

Development in stages

Mixed-use development

- residential
- commercial/office
- cultural, social use
- promenade
- city square



Creating the Seaside City

KODAPark at Old City Harbour

- In cooperation with KodaStay
- 20 compact KODA houses
- Accommodation, business space, stores, cafes

Temporary solutions

- Exhibition stands
- Cultural club Laev
- Design competition for vacant spaces





PORT OF  TALLINN

Listed Company
& a Reliable Employer

Port of Tallinn is a Listed Company

Port of Tallinn is listed on Nasdaq Tallinn Stock Exchange since June 13, 2018.

Shareholders include:
67% Republic of Estonia
33% Investment funds,
pension funds, private
investors

The Port of Tallinn has almost 20,000
shareholders.



Dividend stock

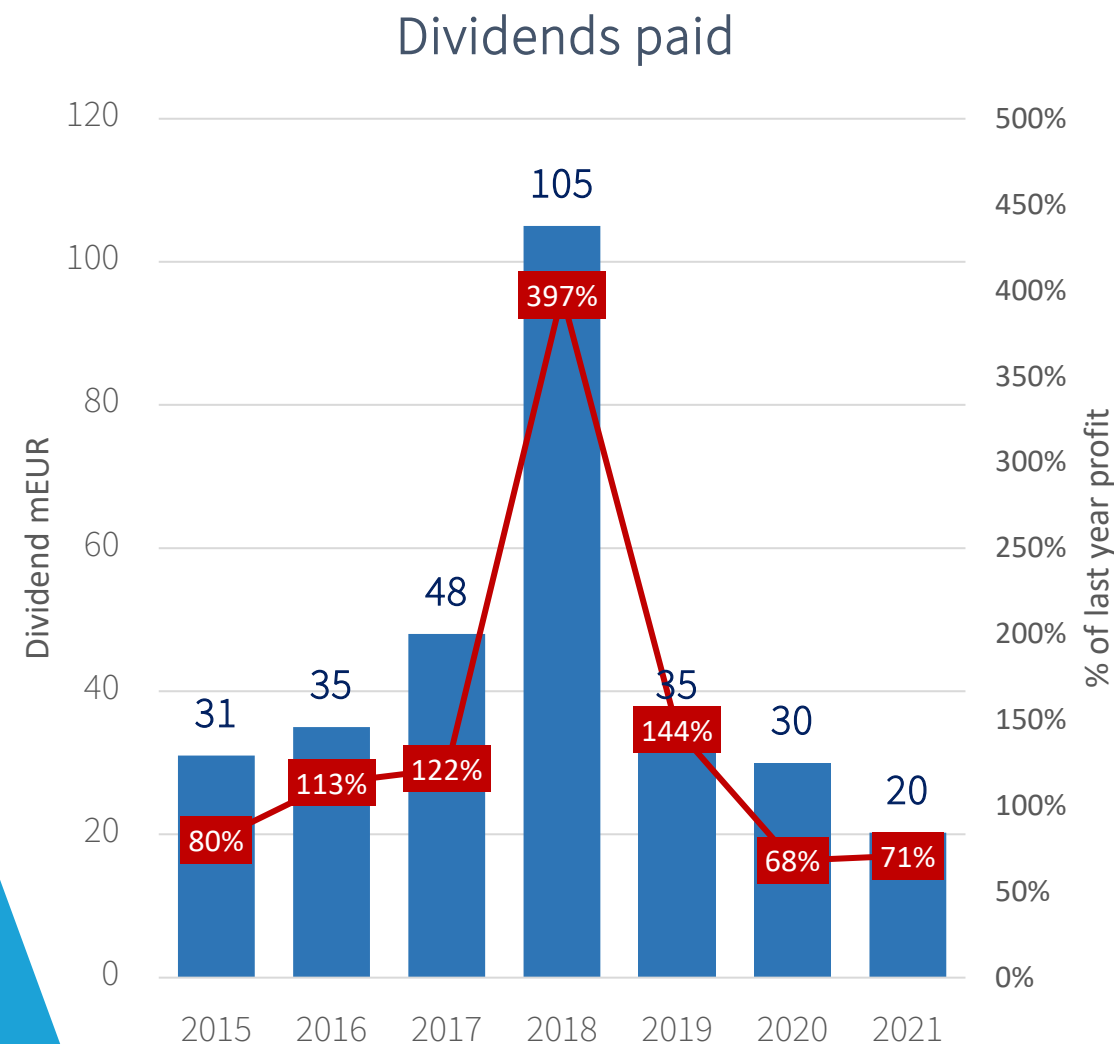
Equity story

- Expectations of the State as the majority shareholder for continuous stable dividends

DIVIDEND POLICY

- **At least 70% of net profit of the previous year**
- ***Min EUR 30M* annually in 2019 and 2020**

Income tax 20% or 14% ,gross-up, based on dividends



Revenue Structure & Main Customers 2021

PORT OF  TALLINN

Passenger harbours

Regular lines



Cruise



Other

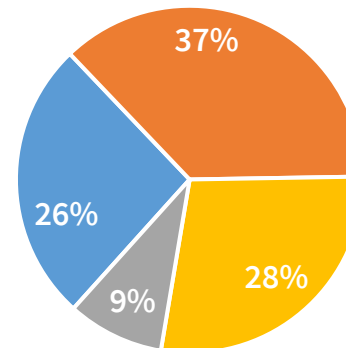
Botnica



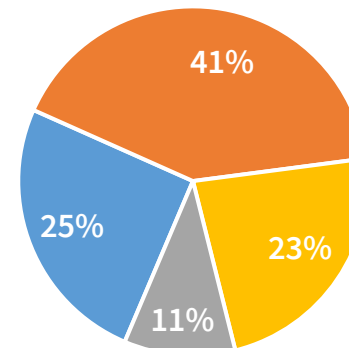
Republic of Estonia



Revenue 2021



Adj. EBITDA 2021



Cargo harbours

Terminal operators



Shipping lines



Ferry

Clients



Republic of Estonia



CARGO
22.4
million tons



TEU
CONTAINERS
226 689



CARGO
SHIP CALLS
1 654



PASSENGER
SHIP CALLS
5 634



CRUISE
SHIP CALLS
45

Business Capacity
Port of Tallinn's results in 2021



RESPONSIBLE
BUSINESS INDEX
SILVER LEVEL 2021

PORT OF TALLINN

Our people create the value!

Keeping the course of the maritime
country is in the hands of
Port of Tallinn's employees.

- We are socially responsible and aim to be the importers and promoters of best practices in the field.
- Port of Tallinn Group includes about 500 employees, of which 268 work at Port of Tallinn.
- AS an **employer**, Port of Tallinn is one of the most favored **companies in the transport and logistics sector in Estonia.**



Thank You!

PORT OF  TALLINN

ts.ee/en

ts.ee/en/investor

portoftallinn

